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# FACING PAGE

Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

| REPORT FOR THE PERIOD BEGINNIN                |                                                        | AND ENDING De          | · · · · · · · · · · · · · · · · · · ·         |
|-----------------------------------------------|--------------------------------------------------------|------------------------|-----------------------------------------------|
|                                               | MM/DD/YY                                               |                        | MM/DD/YY                                      |
| A. R                                          | EGISTRANT IDENTIFICA                                   | ATION                  |                                               |
| NAME OF BROKER-DEALER: Ford                   | Sham Financial Mana                                    | gement Inc.            | OFFICIAL USE ONLY                             |
| ADDRESS OF PRINCIPAL PLACE OF B               | USINESS: (Do not use P.O. Box                          | No.)                   | FIRM I.D. NO.                                 |
| 14 Wall Street, 1                             | 18th Floor                                             |                        | , <u> </u>                                    |
| New York, NY                                  | (No. and Street)                                       | MAR 2 0 2008           | 10005                                         |
| (City)                                        | (State)                                                | THOMSON FINANCIAL (Zip | Code)                                         |
| NAME AND TELEPHONE NUMBER OF                  | PERSON TO CONTACT IN RE                                |                        |                                               |
| Richard Adams                                 |                                                        | 212-732<br>(A          | <u>– 8500</u><br>rea Code – Telephone Number) |
| R AC                                          | COUNTANT IDENTIFICA                                    |                        |                                               |
| INDEPENDENT PUBLIC ACCOUNTANT Gaynes, Paul R. | T whose opinion is contained in the                    | nis Report*            |                                               |
| 54 Sunnyside Blvd                             | (Name - if individual, state last, first,<br>Plainview | middle name)<br>NY     | 11803                                         |
| (Address)                                     | (City)                                                 | (State)                | (Zip Code)                                    |
| CHECK ONE:                                    |                                                        | SECURITIES             | S AND EXCHANGE COMMISSION                     |
| Certified Public Accountant                   |                                                        | }                      | RECEIVED                                      |
| ☐ Public Accountant                           |                                                        | F                      | EB 2 8 2008                                   |
| Accountant not resident in U                  | nited States or any of its possessi-                   | ons.                   | H OF REGISTRATIONS                            |
|                                               | FOR OFFICIAL USE ONL                                   |                        | H OF REGISTRATIONS<br>AND<br>EXAMINATIONS     |
|                                               |                                                        | <del> </del>           |                                               |

<sup>\*</sup>Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)



# OATH OR AFFIRMATION

| I, William Bagu                | et                                                                  | , swear (or affirm) that, to the best of                           |
|--------------------------------|---------------------------------------------------------------------|--------------------------------------------------------------------|
| -                              |                                                                     | t and supporting schedules pertaining to the firm of               |
| <del>-</del>                   | ncial Management Ind                                                | · · · · · · · · · · · · · · · · · · ·                              |
|                                |                                                                     |                                                                    |
| of <u>December 31</u>          |                                                                     | 7 , are true and correct. I further swear (or affirm) that         |
|                                | • • • • • • •                                                       | cer or director has any proprietary interest in any account        |
| classified solely as that of a | customer, except as follows:                                        |                                                                    |
|                                |                                                                     |                                                                    |
|                                |                                                                     |                                                                    |
|                                |                                                                     |                                                                    |
|                                |                                                                     |                                                                    |
|                                |                                                                     | Al M B                                                             |
|                                |                                                                     | W. 11. 1. 1281.11                                                  |
| Not                            | MICHELLE PUCCI<br>ary Public, State of New York                     | Januar Cype                                                        |
|                                | No. 01PU6143443                                                     | Signature                                                          |
|                                | Icate Filed in Richmond County<br>mission Expires <u>(1017-01</u> 0 | President //                                                       |
| ~                              |                                                                     |                                                                    |
|                                | )                                                                   | Title                                                              |
| YMICHOLO                       | MCCi                                                                |                                                                    |
| Notary Public                  |                                                                     |                                                                    |
|                                |                                                                     |                                                                    |
| This report ** contains (chec  | k all applicable boxes):                                            |                                                                    |
| (a) Facing Page.               |                                                                     |                                                                    |
| (b) Statement of Financi       |                                                                     |                                                                    |
| (c) Statement of Income        |                                                                     |                                                                    |
| (d) Statement of Change        |                                                                     | n flows.                                                           |
| Lit (e) Statement of Change    | s in Stockholders' Equity or Partne                                 | rs' or Sole Proprietors' Capital.                                  |
|                                | s in Liabilities Subordinated to Cla                                | ims of Creditors.                                                  |
| (g) Computation of Net         |                                                                     |                                                                    |
|                                | ermination of Reserve Requiremen                                    |                                                                    |
|                                | to the Possession or Control Requ                                   |                                                                    |
|                                |                                                                     | ne Computation of Net Capital Under Rule 15c3-1 and the            |
|                                |                                                                     | ments Under Exhibit A of Rule 15c3-3.                              |
|                                | veen the audited and unaudited Sta                                  | stements of Financial Condition with respect to methods of         |
| consolidation.                 |                                                                     |                                                                    |
| (I) An Oath or Affirmati       |                                                                     |                                                                    |
| (m) A copy of the SIPC S       |                                                                     |                                                                    |
| LX (n) A report describing an  | y material inadequactes found to ex                                 | ist or found to have existed since the date of the previous audit. |

<sup>\*\*</sup>For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).

# PAUL GAYNES CERTIFIED PUBLIC ACCOUNTANT

PAUL GAYNES, CPA

#### 54 SUNNYSIDE BOULEVARD, PLAINVIEW, NEW YORK 11803 516/349-1331

#### INDEPENDENT AUDITOR'S REPORT

To the Officers and Directors of Fordham Financial Management, Inc. New York, New York

I have audited the accompanying statement of financial condition of Fordham Financial Management, Inc. as of December 31, 2007, the related statement of income, statement of cash flows, statement of changes in stockholders' equity for the year then ended and the supplementary information thereto. These financial statements are the responsibility of the Company's management. My responsibility is to express an opinion on these financial statements based on my audit.

I conducted my audit in accordance with generally accepted auditing standards. These standards require that I plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. I believe that my audit provides a reasonable basis for my opinion.

In my opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Fordham Financial Management, Inc. as of December 31, 2007 and the results of its operations and its cash flows for the year then ended in conformity with generally accepted accounting principles.

My audit was made for the purpose of forming an opinion on the basic financial statements taken as a whole. The information contained in the schedules 1 and 2 is presented for purposes of additional analysis and is not a required part of the basic financial statements but is supplementary information required by Rule 17a-5 of the Securities and Exchange Commission. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements, and in my opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Paul Dengues PAUL GAYNES, CPA

Plainview, NY February 25, 2008

# FORDHAM FINANCIAL MANAGEMENT, INC. STATEMENT OF FINANCIAL CONDITION DECEMBER 31, 2007

|                                          |                  | Exhibit A           |
|------------------------------------------|------------------|---------------------|
| ASSETS                                   |                  |                     |
| CURRENT ASSETS                           |                  |                     |
| Cash                                     | \$ 71,940        |                     |
| Due from clearing broker                 | 111,999          |                     |
| Deposit with clearing broker             | 41,910           |                     |
| Securities – Long Market Value           | 161,100          |                     |
| Commissions Receivable                   | 1,291,850        |                     |
| Total Current Assets                     |                  | \$1,678,799         |
| FIXED ASSETS                             |                  |                     |
| Furniture & equipment                    | \$ 166,394       |                     |
| Less: Accumulated depreciation           | 166,394          |                     |
| Net Fixed Assets                         |                  | 0                   |
| OTHER ASSETS                             |                  |                     |
| Due from registered representative       | \$ 82,611        |                     |
| Security deposits                        | 129,583          |                     |
| becarity deposits                        |                  | <u>212,194</u>      |
|                                          |                  | <u></u>             |
| TOTAL ASSETS                             |                  | <u>\$ 1,890,993</u> |
| LIABILITIES AND STOCKHOLDERS             | S' EQUITY        |                     |
| LIABILITIES                              |                  |                     |
| Accounts payable                         | \$ 31,230        |                     |
| Commissions payable                      | 48,778           |                     |
| TOTAL LAADUMING                          |                  | <b>A</b> 00 000     |
| TOTAL LIABILITIES                        |                  | \$ 80,008           |
| STOCKHOLDERS' EQUITY                     |                  |                     |
| Common stock                             |                  |                     |
| Authorized 50,000 No Par Value           |                  |                     |
| Issued & outstanding 15,000 shares       | \$ 15,000        |                     |
| Paid in capital                          | 2,288,537        |                     |
| Retained earnings                        | <u>(492,552)</u> |                     |
| 1.4.4                                    | <u> </u>         |                     |
| Total Stockholders' Equity               |                  | <u>1,810,985</u>    |
| TOTAL LIABILITIES & STOCKHOLDERS' EQUITY |                  | <u>\$ 1,890,993</u> |

The accompanying notes are an integral part of this statement.

# FORDHAM FINANCIAL MANAGEMENT, INC STATEMENT OF INCOME FOR THE YEAR ENDED DECEMBER 31, 2007

Exhibit B

| REVENUES                           | \$ 4,706,003        |
|------------------------------------|---------------------|
| OPERATING EXPENSES                 |                     |
| Salaries                           | \$ 1,060,031        |
| Commissions                        | 2,032,824           |
| Rent                               | 265,918             |
| Clearing costs                     | 277,062             |
| Payroll taxes                      | 168,682             |
| Advertising                        | 34,650              |
| Professional fees & consulting     | 80,454              |
| Medical insurance                  | 135,696             |
| Insurance                          | 67,574              |
| Office supplies & expenses         | 111,775             |
| Telephone                          | 171,260             |
| Registration & regulatory expenses | 115,520             |
| Equipment & information            | 156,254             |
| Messenger & delivery               | 33,715              |
| Selling expenses                   | 202,563             |
| Interest Expenses                  | 89,732              |
| Depreciation                       | <u>826</u>          |
| Total Expenses                     | 5,004,536           |
| Net Loss Before Taxes              | (298,533)           |
| Taxes Based on Income              | 1,985               |
| NET LOSS                           | <u>\$ (300,518)</u> |

# FORDHAM FINANCIAL MANAGEMENT, INC. STATEMENT OF CASH FLOWS FOR THE YEAR ENDED DECEMBER 31, 2007

|                                                                                                 | Exhibit C                |
|-------------------------------------------------------------------------------------------------|--------------------------|
| CASH FLOWS FROM OPERATING ACTIVITIES                                                            |                          |
| Net Loss                                                                                        | \$ (300,518)             |
| Adjustments to reconcile net income to net cash                                                 |                          |
| Decrease in receivable from brokers                                                             | \$ 548,269               |
| Depreciation                                                                                    | 268                      |
| Decrease in payables                                                                            | (49,198)                 |
| Increase in securities owned                                                                    | (552)                    |
| Increase in advances                                                                            | (56,151)                 |
| Total Adjustments                                                                               | <u>442,636</u>           |
| NET CASH APPLIED TO OPERATING ACTIVITIES                                                        | \$ 142,118               |
| CASH APPLIED TO INVESTING ACTIVITIES  Decrease in paid in capital  Increase in security deposit | \$ (110,000)<br>(35,750) |
| NET CASH APPLIED TO INVESTING ACTIVITIES                                                        | (145,750)                |
| NET DECREASE IN CASH & CASH EQUIVALENTS                                                         | \$ (3,632)               |
| CASH & CASH EQUIVALENTS – JANUARY 1, 2007                                                       | <u>75,572</u>            |

\$ 71,940

CASH & CASH EQUIVALENTS – DECEMBER 31, 2007

# FORDHAM FINANCIAL MANAGEMENT, INC. STATEMENT OF CHANGES IN STOCKHOLDERS' EQUITY FOR THE YEAR ENDED DECEMBER 31, 2007

Exhibit D

|                                 | COMMON<br>STOCK | PAID IN<br><u>CAPITAL</u> | RETAINED<br><u>EARNINGS</u> | STOCKHOLDERS' EQUITY |
|---------------------------------|-----------------|---------------------------|-----------------------------|----------------------|
| BALANCES                        |                 |                           |                             |                      |
| January 1, 2007                 | \$ 15,000       | \$ 2,398,537              | \$ (192,034)                | \$ 2,221,503         |
| Loss – 2007                     |                 |                           | (300,518)                   | (300,518)            |
| Distributions                   |                 | (110,000)                 |                             | (110,000)            |
| BALANCES –<br>DECEMBER 31, 2007 | \$ 15,000       | \$ 2.288,537              | \$ (492,552)                | <u>\$ 1.810.985</u>  |

# FORDHAM FINANCIAL MANAGEMENT, INC. COMPUTATION OF NET CAPITAL UNDER SEC RULE 15c3-1 AS OF DECEMBER 31, 2007

# Schedule 1

| CREDIT FACTORS  Common Stock Paid in capital Retained earnings (Deficit)  Total Credit Factors | \$ 15,000<br>2,288,537<br><u>(492,552)</u><br>\$ 1,810,985 |     |
|------------------------------------------------------------------------------------------------|------------------------------------------------------------|-----|
| DEDUCTIONS                                                                                     | , ,, ,,                                                    |     |
| Non allowable assets                                                                           | <u>212,194</u>                                             |     |
| NET CAPITAL – BEFORE HAIRCUTS                                                                  | \$ 1,598,791                                               |     |
| HAIRCUTS                                                                                       |                                                            |     |
| Other Securities                                                                               | 41,777                                                     |     |
| NET CAPITAL                                                                                    | \$ 1,557,014                                               |     |
| Less: Capital requirements, greater of minimum<br>Dollar or 6 2/3% or aggregate indebtedness   | 100,000                                                    |     |
| NET CAPITAL IN EXCESS OF REQUIREMENTS                                                          | <u>\$ 1,457,014</u>                                        |     |
| Capital Ratio: (Maximum allowance of 1500%)                                                    |                                                            |     |
| Aggregate indebtedness                                                                         | \$ 80,008                                                  |     |
| Divided by: Net Capital                                                                        | •                                                          | 13% |
| AGGREGATE INDEBTEDNESS                                                                         | £ 90.000                                                   |     |
| Accrued expenses & taxes payable                                                               | <u>\$ 80.008</u>                                           |     |
| 6 2/3% of Aggregate Indebtedness                                                               | <u>\$5,336</u>                                             |     |

The accompanying notes are an integral part of this statement.

# FORDHAM FINANCIAL MANAGEMENT, INC. RECONCILIATION OF NET CAPITAL AS OF DECEMBER 31, 2007

Schedule 2

Net capital per Focus Report X-17A-5 \$ 1,561,927

NET CAPITAL PER AUDIT REPORT 1,557,014

Difference \$ 4,913

Difference is accrued expenses. Fordham Financial Management Inc. prepared its X-17A-5 using estimates before some bills were received.

The accompanying notes are an integral part of this statement.

## FORDHAM FINANCIAL MANAGEMENT, INC. NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2007

#### **NOTE 1 – ORGANIZATION**

Fordham Financial Management, Inc. is a Colorado corporation formed, in September 1987 for the purpose of conducting business as a broker dealer in securities. In December, 1995, the company was sold and moved its operations to New York State. The company is a broker dealer registered with the Securities and Exchange Commission.

### NOTE 2 - INCOME TAXES

Provision has been made for income taxes payable to New York City, New York State and The Internal Revenue Services.

#### **NOTE 3 – LEASE COMMITMENT**

The company moved to 14 Wall Street, New York City on February 3, 2000. The future lease obligation at that premises is \$258,757 per annum until the expiration of the lease on February 28, 2012.

#### NOTE 4 SIGNIFICANT ACCOUNTING POLICIES

#### Securities Transactions

Marketable securities are valued at market value, and securities not readily marketable are valued at fair value as determined by management. The company does not carry customer securities accounts on its own books. All trades are on a fully disclosed basis through First Clearing LLC.

Proprietary securities transactions are recorded on the trade date, as if they had settled. Profit and loss arising from all securities and commodities transactions entered into for the account and risk of the Company are recorded on a trade date basis. Customers' securities transactions are reported on a settlement date basis with related commission income and expenses reported on a trade date basis.

#### Net Capital Requirements

The Company is subject to the Securities and Exchange Commission Uniform Net Capital Rule (SEC rule 15c3-1), which requires the maintenance of minimum net capital and requires that the ratio of aggregate indebtedness to net capital, both as defined, shall not exceed 15 to 1. At December 31, 2007, the Company had net capital of \$1,457,014 which was \$1,357,014 in excess of its required net capital of \$100,000. The Company's net capital ratio was 13.57 to 1.

# **Investment Banking**

Investment banking revenues include gains, losses, and fees, net of syndicate expenses, arising from private placements in which the Company acts as an underwriter or agent.

#### Commissions

Commissions and related clearing expenses are recorded on a trade-date basis as securities transactions occur.

# Depreciation

Depreciation is provided on a straight-line basis using estimated useful lives of five to ten years. Leasehold improvements are amortized over the lesser of the economic useful life of the improvement or the term of the lease.

# PAUL GAYNES CERTIFIED PUBLIC ACCOUNTANT

PAUL GAYNES, CPA

#### 54 SUNNYSIDE BOULEVARD, PLAINVIEW, NEW YORK 11803 516/349-1331

To the Officers and Directors of Fordham Financial Management, Inc. New York, New York

#### Gentlemen

In planning and performing my audit of the financial statements of Fordham Financial Management, Inc. for the year ended December 31, 2007, I considered its internal control structure, including procedures for safeguarding securities, in order to determine my auditing procedures for the purpose of expressing my opinion on the financial statements and not to provide assurance on the internal control structure. Also, as required by rule 17a-5 (g)(1) of the Securities and Exchange Commission, I have made a study of the practices and procedures (including tests of compliance with such practices and procedures) followed by Fordham Financial Management, Inc. that I considered relevant to the objectives stated in rule 17a-5(g)(1) in making the periodic computations of aggregate indebtedness (or aggregate debits) and net capital rule under rule 17-a-3(ii) and the reserve required by rule 15-c(e). Fordham Financial Management does not carry securities accounts for customers nor does it perform custodial functions for customer securities. Accordingly, therefore, Fordham is not required to perform the various procedures normally used to account for and protect customer securities in its possession.

The management of the Company is responsible for establishing and maintaining internal control structures and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected policies and procedures and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the Commissions above mentioned objectives. Two of the objectives of an internal control structure and the practices and procedures are to provide management with reasonable, but not absolute assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition and that transactions are executed in accordance with management's authorization and recorded properly to permit preparation of financial statements in conformity with generally accepted accounting principles.

Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

Because of inherent limitations in any internal control structure of the practices and procedures referred to above, errors or irregularities may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operations may deteriorate.

My consideration of the internal control structure would not necessarily disclose all matters in the internal control structure that might be material weaknesses under standards established by the American Institute of Certified Public Accountants. A material weakness is a condition in which the design or operation of the specific internal control structure elements does not reduce to a relatively low level the risk that errors or irregularities in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. However, I noted no matters involving the internal control structure, including procedures for safeguarding securities, that I consider to be material weaknesses as defined above.

I understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the Commission to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on my study, I believe that the Company's practices and procedures were adequate at December 31, 2007 to meet the Commission's objectives.

Further, that no material differences existed between my computations and of your net capital, or determination of the reserve requirements, and your corresponding Focus Report Part II filing.

This report is intended solely for the use of management, the Securities and Exchange Commission, the National Association of Securities Dealers, Inc. and other regulatory agencies which rely on Rule 17a-5(g) under the Securities and Exchanges Act of 1934 and should not be used for any other purpose.

Very truly yours,
Parl Gayner

PAUL GAYNES, CPA

Plainview, New York February 25, 2008

